

Message Text

CONFIDENTIAL

PAGE 01 MOSCOW 14548 102247Z

14

ACTION EUR-12

INFO OCT-01 NEA-10 ISO-00 FEA-01 ERDA-05 AID-05 CEA-01

CIAE-00 CIEP-01 DODE-00 EB-07 FPC-01 H-02 INR-07

INT-05 L-03 NSAE-00 NSC-05 OMB-01 PM-04 USIA-06

SAM-01 OES-03 SP-02 SS-15 STR-04 TRSE-00 NSF-01 /103 W

----- 073348

R 101415Z OCT 75

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 5438

INFO USDOC WASHDC

AMEMBASSY JIDDA

C O N F I D E N T I A L MOSCOW 14548

E.O. 11652 GDS

TAGS: ENRG, EGEN, UR, SA

SUBJECT: POSSIBLE ROLE FOR USSR IN MOBIL OIL'S CORPORATE PLANNING

USDOC FRO BEWT AND CAGNE

DEPARTMENT PASS FEA FOR JOSEPH BELL

DEPARTMENT PASS TREASURY FOR A.S. PARSKY

REF: MOSCOW 14534 (NOTAL)

1. DURING OCTOBER 6-10 VISIT TO MOSCOW BY MOBIL OIL TASK FORCE (REFTEL, COMMERCIAL OFFICER QUERIED DIRECTOR OF MOBILE EUROPE'S SALES AND SUPPLY CORPORATION, JAMES P. PEEVEY, IF MOBIL WAS POTENTIALLY INTERESTED IN OBTAINING SOVIET CRUDE. AFTER GIVING CAVEAT THAT DEFINITIVE ANSWER COULD ONLY COME FROM "TWO OR THREE MEN IN COROPORATE HEADQUARTERS", PEEVEY EXPRESSED VERY STRONG DOUBTS THAT MOBIL WOULD SHOW ENTHUSIASM FOR PARTIAL SOURCING OF THEIR OUTSIDE CRUDE REQUIREMENT IN USSR. MOBIL HAS JUST MADE BILLION DOLLAR INVESTMENT IN SAUDI ARABIA ON WHICH THEY EXPECT TO CAPITILIZE, AND MOBIL FULLY EXPECTS TO OBTAIN ALL ITS ADDITIONAL CRUDE REQUIREMENTS FROM THIS SOURCE.

CONFIDENTIAL

CONFIDENTIAL

PAGE 02 MOSCOW 14548 102247Z

2. SHOULD THERE BY ANY INTEREST BY MOBIL HEADQUARTERS IN

ARRANGEMENT WITH SOVIETS ON CRUDE SUPPLY, HOWEVER, IT WOULD HAVE TO BE AT LAST MEDIUM TERM (MINIMUM THREE YEARS) TO JUSTIFY MAKING THE NECESSARY LOGISTICAL CHANGES IN TRANSPORTATION, SUPPLY SCHEDULES ETC. IN SUCH CASE, PEEVEY SUGGESTED, SOVIET CRUDE WOULD PROBABLY BE SHIPPED TO US RATHER THAN EUROPEAN OPERATIONS, IN VIEW GREATER EFFICIENCY OF AMERICAN REFINERIES IN PROCESSING QUALITY CRUDE LIKELY TO BE OBTAINED FROM USSR.

3. PEEVEY ALSO EXPRESSED OPINION THAT MOBIL'S SECONDARY/TERTIARY RECOVERY TECHNOLOGY WOULD BE ABLE TO INCREASE YIELD OF SOVIET DEPOSITS SUFFICIENTLY TO MAKE A TECHNOLOGY/CRUDE SUPPLY ARRANGEMENT ECONOMICALLY JUSTIFIABLE.

4. COMMENT: REMARKS OF MOBIL REP TEND TO CONFIRM COMMERCIAL OFFICE'S ASSUMPTION THAT ARAMCO PARTNERS ARE LIKELY TO BE LESS INTERESTED IN ACQUIRING SOVIET CRUDE THAN OTHER MAJORS (PARTICULARLY GULF) OR COMPANIES SUCH AS STANDARD OF INDIANA.
STOESSEL

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESSMEN, TRADE, PETROLEUM, CHEMICALS
Control Number: n/a
Copy: SINGLE
Draft Date: 10 OCT 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MOSCOW14548
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750354-0178
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751062/aaaaccpz.tel
Line Count: 79
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 75 MOSCOW 14534
Review Action: RELEASED, APPROVED
Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2003 by ShawDG>; APPROVED <29 OCT 2003 by KelleyW0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: POSSIBLE ROLE FOR USSR IN MOBIL OIL'S CORPORATE PLANNING USDOC FRO BEWT AND CAGNE
TAGS: ENRG, EGEN, UR, SA, MOBIL
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006